

Along with Tammy Nance we have had alot of contact and support from the Boston Area Philip Morris Management personnel such as Sam Smith whom we have done work-withs and helped on the cigarette recall last May along with Chip Hovle and Mike Smigliani.

Mark Lovely has been of great assistance to us by helping to design the experemental 50 store biweekly store visit program which has increased sales and market share in these accounts. He has had Tammy Nance help us and supply us with promotional items and her knowledge.

There will be a separate section of this report dedicated to the recall and the 50 store program.

2070131291

We have recieved a great deal of support from the people in charge of the Philip Morris warehouses in W. Bridgewater and Woburn. The two people that have helped us with POS and promotional items have been Chuck Lewis and Mark Romanoski.

With hearing of the closing of these two warehouses I contacted Mark Romanoski to inquire about possible POS and promotional items that we might aquire. Mark was very helpful and supplied us with many promotional items such as Parilment Watches, sunglASSES and other promotional items and POS that he had to assist us in our merchandising.

He has three times assisted us with the procurement of items to help us in our work. We have been able not only to use these items but also to share them with other markets. Please find on the next page our latest communication with him.

2070131292